

Upstate New York World Trade News

U.S. Department of Commerce - U.S. Commercial Service
U.S. Export Assistance Center

BUFFALO

130 S. Elmwood Avenue, Suite 530
Buffalo, NY 14202

Phone: (716) 551-4191

Fax: (716) 551-5290

ROCHESTER

400 Andrews Street, Suite 710
Rochester, NY 14604

Phone: (585) 263-6480

Fax: (585) 325-6505



www.export.gov

DIRECTOR

James C. Mariano

INTERNATIONAL TRADE SPECIALISTS

Rosanna Masucci (Buffalo)

Gale Seereiter (Buffalo)

Erin Cole (Rochester)

February 2006

YOUR PRIVACY IS IMPORTANT TO US! WE MAKE EVERY EFFORT TO MINIMIZE UNWANTED COMMUNICATIONS FROM OUR OFFICE. IF YOU DO NOT WISH TO RECEIVE SIMILAR INFORMATION, PLEASE CALL OUR OFFICE.

EXPORT COMPLIANCE SEMINAR

On April 5, 2006, the U.S. Export Assistance Centers in Buffalo and Rochester and the Upstate NY District Export Council will be presenting an Export Compliance Seminar in Batavia, NY at Genesee Community College. This event, taking place from 8:30 AM – 4:30 PM will feature speakers from the U.S. Department of Commerce, the U.S. Department of State, International Traffic in Arms Regulations, and freight forwarders.

Some of the covered topics include export licensing and documentation, product classification, and setting up an Export Management System.

The cost for this event is \$150 per person and registration is on a first come, first served basis.

For more details on the covered topics and to register, go to <http://www.buyusa.gov/buffalo/exportcompliance.html>

TRADE FINANCING SOLUTIONS FOR EXPORTERS

Come discover innovative products to increase your profits, enhance your cash flow, and minimize your risks when doing business internationally.

Wednesday, 22 March 2006

The Niagara Falls Conference Center
101 Old Falls Street
Niagara Falls, NY 14303

Thursday, 23 March 2006

Metro Center
55 St. Paul Street
Rochester, NY 14604

FEATURING SPEAKERS FROM THE:
Export-Import Bank of the United States
Overseas Private Investment Corporation
United States Small Business Administration
Erie County Industrial Development Agency

To register email Maryann K. Stein, EDICA at mstein@ecidany.com

INTELLECTUAL PROPERTY RIGHTS COUNTRY TOOLKITS

Country-Specific Information for IPR Protection Overseas

China Korea Mexico Taiwan Russia

Go to: <http://www.stopfakes.gov>

Stay tuned ~ more toolkits will be posted soon!

CENTRAL NY INTERNATIONAL BUSINESS ALLIANCE'S 2006 INTERNATIONAL BUSINESS FORUMS

Thursday, February 23, 2006

8:30 AM – 9:30 AM

Syracuse Chamber of Commerce
572 So. Salina St., Syracuse, NY

Featuring: Doing Business in Africa

Cost: \$10

Register on-line at:

<http://www.buyusa.gov/buffalo/cnyibforums.html>

MARKET OF THE MONTH SERBIA AND MONTENEGRO

With a population of 8.5 million people, Serbia and Montenegro's internal market is among the largest in South East Europe. Serbia and Montenegro is an importing market whose consumer preferences are highly turned towards the products originating from the United States and other developed countries.

Best prospects for U.S. exports to Serbia and Montenegro include computer hardware; telecommunications; airport and ground equipment; insurance; medical equipment; energy; and agricultural products.

To learn more about this market go to:
http://www.export.gov/comm_svc/press_room/marketofthemonth/serbiamontenegro/010406serbiamontenegro.html

U.S. COMMERCIAL SERVICE TRADE LEADS DATABASE

Find qualified sales prospects and the latest business opportunities from around the world.

http://www.export.gov/eac/trade_leads.asp

CAN U.S. COMPANIES TRADE WITH THE MIDDLE EAST?

Given the current uncertainty about U.S. relations with some countries in the Middle East, you may be wondering if there is a market for your products in that region. The truth is that exports from the U.S. have become a part of daily life in the Middle East, with Saudi Arabia and Israel serving consistently as the largest Middle Eastern buyers of American goods.

However, there are countries in the Middle East and North Africa against which the United States maintains comprehensive trade sanctions. American companies are generally prohibited from trading with Iran and Sudan. There are limited exceptions to these sanctions, primarily involving the export of food, medicine and medical supplies, as well as trade in informational materials. Although restrictions have been lessened in other countries (such as Iraq or Libya), there are important restrictions U.S. exporters need to know. To learn more about U.S. sanctions and for an up to date list of Sanctioned and Embargoed Countries, please visit the U.S. Treasury Department's Office of Foreign Assets Control website at:

<http://www.treas.gov/ofac>.

REBUILD IRAQ 2006

May 8 – 11, 2006

Amman, Jordan

Supported by The American Embassy and
the American Chamber of Commerce in Amman

The third annual Rebuild Iraq is a U.S. government-endorsed trade event designed to bring together buyers, manufacturers, suppliers, and contractors. This is your company's opportunity to get direct access to decision makers, project directors, government officials and many other people who are involved in the economic rebirth of Iraq. Evaluate first hand the Trade and Investment opportunities that Iraq has to offer.

Top international firms representing every infrastructure and service sector needed to rebuild Iraq will be exhibiting at this fair. Thousands of Iraqi businessmen and key Government procurement officials will be looking for partners and new offerings at this show. In addition to the trade show, Rebuild Iraq 2006 will feature a conference program on "Doing Business In Iraq".

For information on Rebuild Iraq 2006 go to:

<http://www.rebuild-iraq-expo.com/>

For more information on the Iraqi Reconstruction Effort, go to:

<http://www.buyusa.gov/iraq>

<http://www.export.gov/iraq>

WATCH COMMERCIAL SERVICE MARKET BRIEF VIDEOS ON YOUR COMPUTER!

Access the U.S. Commercial Service's on-line video library of market briefs to learn about new markets and export opportunities. To get the latest updates on new broadcasts - sign up for the free email broadcast premier announcements. Newest briefs are on Israel, South Africa, Russia, Chile and Singapore.

<http://www.globalspeak.com/html/export-gov/webcasts.asp>

SHOWTIME PROGRAM AT NAM MANUFACTURING WEEK MARCH 22-23, 2006 IN ROSEMONT, IL (CHICAGO)

As part of National Manufacturing Week, the U.S. Commercial Service is offering U.S. companies one-on-one meetings with Commercial Officers from the following countries:

China	UK
Germany	Italy
Czech Republic	Hungary
Poland	The Middle East
CAFTA-DR	

Our country experts can help you target the best markets, promote your products and services, and meet qualified international partners.

For more information and to register for meetings, go to:

<http://www.buyusa.gov/eme/nam.html>

EU CE MARK REQUIREMENTS CAN I CERTIFY MY PRODUCTS?

It's estimated that about half of U.S. merchandise exports to the EU requires the CE mark (Conformite Europeene). The CE mark indicates that a company has met essential health and safety requirements for a wide range of products, including machinery, electronics, medical devices, and telecommunications equipment. All companies, whether located in Europe, the United States, and elsewhere, have to meet CE mark requirements in order to sell their products in the 25 EU Member States. As a result, CE mark product certification is crucial for U.S. companies exporting to the EU.

Most products covered by New Approach Directives can be self-certified by the manufacturer and do not require the intervention of an EU-authorized independent testing/certifying company (notified body). To self-certify, the manufacturer must assess the conformity of the products to the applicable directives and standards.

For information on self-certification go to the U.S. Commercial Service website:

http://www.ita.doc.gov/td/tic/ce_mark/ceindex1.htm

THE INTERNATIONAL TRADE ADMINISTRATION'S ONLINE BOOKSTORE

The ITA Online Bookstore is the central source for access to the studies and reports published by the International Trade Administration. Some of the selections available are:

- Energy & Environmental Export News
- Protect Your Intellectual Property
- Cleaner Production Technologies - Export Opportunities in China
- Water Supply & Wastewater Treatment Market in China
- Business Ethics – A Manual for Managing a Responsible Business Enterprise in Emerging Market Economies.

More publications are listed in the "What's New" section at

<http://www.ita.doc.gov/media/Publications/>

NEW MARKET RESEARCH

The U.S. Commercial Service and the USDA-Foreign Agricultural Service have some of the most comprehensive information about the export potential for U.S. products. The reports listed below are just a few of the reports received in November from U.S. Embassies and Consulates worldwide. There is no charge! Just circle any of interest and fax your request to our office at (716) 551-5290.

U.S.COMMERCIAL SERVICE

Transportation Equip. Market (Mexico)
Medical Disposables HS Codes (Mexico)
Air Terminal Investments (Argentina)
Auto & Industrial Oil Market (Hungary)
Furniture Exhibition (Argentina)
Smart Repair System Trade Lead (Turkey)
Train Cargo Performance (Argentina)
Market for Computer/IT Services (Netherlands)
Aircraft Parts/Components Industry (S. Korea)
Service Contracts Status & Projects (Mexico)
Pemex's First Cogeneration Project (Mexico)
E-Government Initiatives (Romania)
Health Food & Dietary Supplements Market (China)
Vale do Rio Doce Investment Plan (Brazil)
RFID Market (Spain)
Renewable Energy Water Pumping Systems Trade Lead (Brazil)
U.S. Travel and Tourism Industry (Sweden)
Defense Industry Status & Projects (S. Korea)
IT Market (Australia)
Health Tourism to the U.S. (Mexico)
Gaming Industry Trade Show (Argentina)
Printing and Graphic Arts Industry (Pakistan)
Petroleum Power Station (Greece)
Air Conditioning Equip. Trade Lead (Greece)
Water Resources Equip. & Services Industry (Indonesia)
Construction Equipment/Machinery (Australia)
Legal Purchase Methods (Venezuela)
Small Hydro Power Plant Market (Brazil)
Foreign Exchange Regulations (Morocco)
Direct Marketing in Shanghai 2005 (China)
Diagnostic Scan Tools and Electronic Battery Testers Market (Thailand)
U.S. Travel and Tourism Industry (Taiwan)
Oil & Gas Field Machinery Market (Venezuela)
Transportation Industry Opportunities (Brazil)
Airport Market (Brazil)
Pharmaceuticals Industry (Uruguay)
Commercial Real Estate Market (Israel)
Public Sector IT Security Market (Canada)
Cogeneration Market (China)
Plastic Molding Equipment Market (China)
Legal Initiatives (Canada)
Irrigation Equipment Market (Argentina)
Medical Products Regulations (Argentina)
Standards, Labeling & Certification (Egypt)
Educational Book Market (Germany)
Communications Industry (Taiwan)
Public Healthcare Status (Argentina)
Expomedical 2006 Trade Show (Argentina)
Beauty and Cosmetics Trade Show (Argentina)
Pharmaceutical Industry (Egypt)
Port Development Trade Lead (Tunisia)
Rail Industry (Argentina)
Automotive Industry (Argentina)
Retail Industry (Argentina)
Mortgage Loans (Argentina)
Transportation Industry (Argentina)
Operations and Maintenance Contractors Trade Lead (Pakistan)
Import Policies and Tariffs (Egypt)
Telecommunications Sector (Czech Republic)
Government Procurement (Egypt)
Agricultural Equipment Market (South Africa)
Air Pollution Control & Monitoring Industry (Thailand)
Biofuel Market (Thailand)
Wireless Networks (Thailand)
Telecommunications Industry (Thailand)
Tourism Development Trade Lead (Egypt)
Port Construction (Panama)
Medical Devices Regulations (Malaysia)
Oil and Gas Market (Australia)
Building/Construction Show (United Kingdom)

Bus Manufacturer Trade Lead (Guatemala)
Liquid Natural Gas Equipment Trade Lead (Netherlands)
Internet Banking Industry (Netherlands)
Small Enterprise Qualification (South Africa)
Radon Measurement Equipment Trade Lead (Sweden)
Environmental Market (Australia)
Education & Training Exhibition (Kuwait)
Food Processing & Packaging Equip. (Peru)
Radio Industry (Peru)
Hotel & Restaurant Equipment (Barbados, Dominican Republic)
Oil & Gas Equip. and Services Trade Leads (Canada)
Wind Energy Industry Show (Germany)
Automotive/Armored Car Industry (Mexico)
Pleasure Boating Code (Italy)
Pleasure Boat Market (France)
MBA Fair (Switzerland)
Video on Demand Market (Sweden)
Banking Industry (Brazil)
National Holidays 2006 (Venezuela)
Highway & Infrastructure Trade Lead (Brazil)
Information Security Trade Lead (Brazil)
E-Learning Conference 2006 (Brazil)
Mining Equipment Industry (South Africa)
Franchising Requirements (Vietnam)
Food Processing Sector (Argentina)
Naval Construction Industry Trade Lead (Brazil)
Banking & Retail Automation Exhibition (Brazil)
IT Congress & Expo of Financial Institutions (Brazil)
Spectrum Management (Brazil)
Marine Engine Trade Lead (Argentina)
Hair Care Products Market (Venezuela)
Bio-Diesel Fuel Development (Argentina)
Supermarket Industry (Brazil)
Personal Computer Industry (Brazil)
Digital Television Systems (Brazil)
Electrical Waste Directives (European Union)
Energy Efficiency Directives (European Union)
Household Furniture Market (Canada)
Office/Institutional Furniture Market (Canada)
Power Supply Sector (Georgia)
Power Plant Project (Egypt)
Electrical Distribution Industry (Morocco)
Railway Industry (China)
Urban Development and Management (Turkey)
Satellite Imaging Trade Lead (Brazil)
Retail Industry (Brazil)
Commuter Train Modernization Projects (Brazil)
Gas Industry (Pakistan)
Public Works Development (Argentina)
Oil and Gas Industry (Brazil)
Optical Market (Brazil)
Medical Devices Market (Germany)
Agricultural Machinery & Equipment Market (Germany)
Health Insurance Industry (Netherlands)
Beauty, Cosmetics & Hair Care Products Fair (Turkey)
Fitness Industry (Brazil)
Agricultural Machinery & Equipment Market (Turkey)
International Education Fair (Turkey)
Building Products Industry (Japan)
Housing Industry (Japan)
Expo Lab 2006 (Mexico)
Educational Equip. & Supplies Fair (Turkey)
Construction Machinery Show (Brazil)
Nuclear Medicine & Oncology Trade Lead (Pakistan)
Safety & Security Industry (Brazil)
Energy Sector Trade Lead (Kazakhstan)
Project Consulting Trade Lead (India)
Power Sector Development Trade Lead (Fiji)
Road Development Trade Lead (China)
Hydropower Development Trade Lead (China)
Law/Public Policy Trade Lead (Bangladesh) (Pakistan)
Knowledge Management Trade Lead (India)
Business Aviation Market (Ukraine)
Mining Industry (Chile)
Steel Industry (Mexico) (Brazil)
Franchising Directives (European Union)
Aviation Sector (Vietnam)
Agriculture & Natural Resources Trade Lead (China)
Finance Sector Development Trade Lead (Bangladesh)
Government Administration Trade Lead (Afghanistan)
Earthquake Reconstruction Trade Lead (Pakistan)
Health Care Trade Lead (Indonesia)
Energy Sector Trade Lead (China)
Real Estate Market (China)
Architectural/Construction/Engineering Services (Portugal)